App. F. IX-4

Previous References 1939-3 (Inc)

File No. 132-39

Serial Nos. 1, 6

Later References
Jud 14-35-(1-2)
" 139-33 (16, 17)
" 14-35 (3, 4)

PRESERVED

General and Revenue Secretariat.

Serial Nos. 5-f

Part B for Feb 1933

SUBJECT.

Re- Agency for the sale of Soaps in Hyderabad - Deccan.

8(6) To the Dir of Ste
" Commercial Intel.
No D 4129- 30 of 25/4/33.

Sending the agency for the sale of Soaps & the Products of the Govt. Soap Factory in Hyderabad to Messrs Nathu Lal Jee for the period of 3 years Commencing from 20 Nov 32

Lately Certain Conditions

W. A. Roberts
23/3/33

Agency for sale of Soaps in Hyderabad — Deccan
1840

General and Revenue Secretariat — File No. 132 of 1932. (1) [App. F. III—2

Serial No.	
1	Letter no. D2-612/30-31 dated 16th Nov: 1932 from the Dir of Pte, recommending, on the circumstances explained, the termination of the agency of Messrs Habib Aziz & Co Agency for sale of soaps in Hyderabad & recommending the grant of the aban agency in the above place to Mr Nathu Lalji for a period of three years subject to certain terms.
	Subd. The terms offered to Messrs Habib Aziz & Co are contained in para 3 of Lr. dated 5th May 1931. Please see flag $ for the terms proposed to the new agency. The previous agency was given 45 days for payment, while the new agency has been given 90 days. Besides the previous agent was responsible for all advertisement, travelling & other sales expenses while a combined allowance of 15% for Commission and advertisement has been allowed to the new agency.
U	Subd for orders.
	The appointment of Mr Nathu Lalji as Agent for Hyderabad State on the conditions proposed by the Director may be approved. The conditions are slightly more liberal than those allowed to the previous Agent but are reasonable.
	Kmpl K. 10.12.32
	Mkg 13/12/32
	(Dar Lal)

NOTE—Contn. Sheet.

delayed in the matter of delay in the matter of delay

WD 70—GBPM—60,000—13-8-31.

File No. of 193 . | General and Revenue Secretariat

All that has been said against the agency of Messrs Habib Aziz & Co. by the Industrial chemist is that they are not regular in payment and their financial position has not been sound. The remarks are too vague. There is nothing to show that it contains the agency with them is detrimental to Govt: interest. No case was made out for giving Sir. Ibrahim Zulfi the agency on more liberal terms.

Second member. 15.12.32

3957.
16/12
15/12/32

The proposals may be sanctd

Spr
23/12
23.12.32

Subd Secretary

Subd Secretary

Please ask the Director of Industries for his report

Secy
13/1/33

Secy
13.1.33 AV

Reminder No D. 3516 of 26.1.33. (Vide linked file)

Serial No.

Letter no. D2-612/30-31 dated 11th Feb. 1933 from the Dir of Ste, recommending in the circumstances stated that the Agency for the Sale of Soaps in Hyderabad, may be given to Messrs Nathukaljee for a period of 3 years subject to certain terms.

Secy's order on the P.W.D.

"What were the terms given previous Agents. Why Should these be given ~~same~~ more liberal terms".

(Intd) ~~K.W.~~ W.
11.2.33

(Intd) M.B.R.
11.2.33

Subd

As regards the terms of the previous agents kind reference is invited to para 3 of Govt. Memo. No. D-1088-9/Ste 223-30-11 dated 5th May 1931.

~~As regards the other terms, the agreement between the Government~~

Sealed cover orders. The new terms are given in the Chemists' letter dated 10th Jan. 1933 ~~Rack 2013~~. The previous agents were given a remuneration of 12½%. Advertisement, travelling & other sales expenses were also borne by them. But the present agents are given a Combined allowance of 15% on the Sale value of Soaps for Commission & Advertisement.

No Security deposit was furnished by the former agents, while the new agents have furnished a Security deposit of Rs 4000/-

The former Agents were allowed 45 days time

NOTE—Contn. Sheet.

for payment, while the new agents are given 95 days time.

No guarantee of sale was imposed upon the former agents, but the new agents are required to give a guarantee of sales of the value of Rs 18000/- during the first year of the agency.

Both have been given the benefit of free delivery at all railway stations.

The new agents are given a sum of Rs 500/- for the first year out the post grant towards special advertisements.

The Dir in his letter dated 16th Nov. 1932 has reported that the Agency of Messrs Habib Aziz & Co have been neither regular in their payments nor has their financial position very sound and that he has, therefore, recommended for its termination.

As regards the reasons for recommending the agency to be given to the successors of Mr Ratan Laljee, the Dir states that they have furnished a total deposit of Rs 6000/- that they have made elaborate arrangements to carry on a vigorous campaign of advertisement and have undertake to adhere to the guarantee sale of Rs 18000/- per year.

Submitted for orders.

13.2.33

The terms are reasonable. I am almost in favour of

Serial No.

As allowed by Bhs agencies, Bombay, C.P. Etc. The Draft is proposed for orders.

Dr Lee 13-2-33

OFFICE OF THE FINANCE ... COUNCIL 15 FEB. 1933 No. S 241

may be submitted.

First Member. Cant. 14.2.33. May 15-2-33

May 15/2/33

Cant. 16.2.33.

Draft May 16-2-33

SECT... FEB 1933

Subd with a draft for approval

Jeuk 17.2.33 22/2

May 23-2-33

No Dy 29-30 dated 25-2-33

Jue Dir ITC

Jue comptroller.

Sanction in Agency for the sale of Soap & other products of the Port Soap Factory in Hyderabad to Messrs Natesalijee for a period of three years Commencing from 2nd Nov. 1932 Subject to certain Conditions

B Jeuk 6-3-33

NOTE—Contn. Sheet.

(1)

1840

GEN. & REV. SECRETARIAT. 17 NOV. 1932 DEVELOPMENT BRANCH

Telegraphic Address.—"INDUSCOM."

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

In reply please refer to
No. D2-612/30-31
Encl, one

Sec 132-32-1

OFFICE OF THE DIRECTOR,

Dated, Bangalore, 14th Novr. *193* 2

16

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SECT. 16 NOV.

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

17/11/32

SIR,

Agency for the sale of Soaps in Hyderabad - Deccan

(2)

With reference to G. O. No. D. 10088-9/I & C 223-30-11 dated 5th May 1931 sanctioning the above agency in favour of Messrs. Habib Aziz & Co., for a period of one year, I have the honor to state that the term of this agency expired on the 31st May 1932 as the agency was given effect to from 1st June 1931. It was being continued on the same terms pending the investigation and report from the Industrial Chemist after his recent deputation as to the advisability of continuing the agency in the name of the same firm or confer the same on some other firms. The Industrial Chemist who has made the necessary enquiries recommends the termination of the agency of Messrs. Habib Aziz & Co., as they have been neither regular in their payments nor has their financial position been sound and recommends the conferment of the agency for a period of three years on Mr. Nathu Laljee on the terms, a copy of which has been enclosed herein for the information of Government. Mr.Nathu Laljee is reported to be a gentleman of good business capacity and financial status as testified by the report of the Imperial Bank of India. He is willing to furnish a cash security of Rs 2,000/- besides a sales guarantee of Rs 18,000/- during the first year of the agency, the guarantee of the subsequent two years being fixed in the light of the business done by him during the first year. Further Mr. M. G. Lakshminarasu, B.Com., a young Mysorean, who has been doing business in Hyderabad on behalf of the Mysore Iron Works and who also holds an agency for the sale of Mysore Artware, has been for sometime past pressing for the grant of the agency for soaps also. He is now said to be working for Mr. Nathu Laljee. The conferment of the agency on Mr. Nathu Laljee will, therefore, also indirectly benefit this young Mysorean who is eager to do business in Mysore products.

I therefore recommend the grant of the agency to Mr. Nathu Laljee for a period of three years from the date from which the business is to be commenced with him, on the terms referred to above.

The Industrial Chemist will be asked to obtain an agreement from the new Agent on a stamped paper incorporating the ~~terms~~ above terms in consultation with the Government Advocate.

I request the favour of early orders of Government in the

(3)

The proposed terms under which the new Agency for Soaps in Hyderabad is to be granted to Mr. Nathu Laljee.

---

1. Free delivery 2%
2. Customs we pay 5%
3. Agency - Three years
4. Guarantee - 1st Year Rs 18,000/-

   2nd Year more: 3rd year to be settled at the end of second year.
5. Time for payment - 90 days
6. Security Deposit - Rs 2,000/-
7. Commission and Advertisement - A combined allowance of 15% for commission and advertisement - no details being furnished.
8. Bank Reference - Imperial Bank - Personal talk with the Manager - gave me to understand that Nathulal is a big contractor and is good for business. Mysore Bank's reference is enclosed herewith.
9. Special concessions - Rs 500/- for 1st year only for - special advertisements out of extra Government grants.
10. All enquiries received from their area will be referred to them.
11. They should not deal in any other brands of such of the - products as are manufactured in our factory.
12. They should not sell our products at more than our factory rates.
13. The agency will be subject to cancellation by either party giving three months' notice to the other.
14. They shall not be entitled to any commission on supplies made to Government Institutions, Municipalities, Railways etc., unless the order was secured through them.
15. They should not export our products outside their territory.

" COPY "

M Ramma Rao

Director.

Telegraphic Address.—"INDUSCOM."

(4 D 3080

GOVERNMENT OF MYSORE.

DEPARTMENT OF INDUSTRIES AND COMMERCE.

In reply please refer to
No. D2-612/30-31
Encl, 1 Letter with enclosures

OFFICE OF THE DIRECTOR,
DEVELOPMENT
Dated, Bangalore 10th February 193 3

FROM

N. RAMA RAO, Esq., B.A., B.L.,
Director of Industries and Commerce in Mysore,
Bangalore, (India.)

DEVELOPMENT SECTION
11 FEB

What were the terms of the previous agency? Why cancelled? Then begin minute. Ltr. 11.2.33 MM 11.2.33

TO

S. Abdul Wajid, Esq., B.A.,
Secretary to the Government of Mysore,
Development Department, Bangalore.

SIR,

Subject:- Agency for the sale of soaps in Hyderabad (Deccan).

With reference to your correspondence ending with D.O. letter No.D.3516/I&C dated 26-1-1933 on the above subject, I have the honour to state that the Industrial Chemist has since submitted his report (copy of which is sent herewith). It will be seen from the report that the successors of Mr. Nathu Laljee are in good earnest to continue the business of the firm. They have furnished an additional security deposit of Rs.2000/- thus raising the total deposit to Rs.4000/-. They have also made elaborate arrangements to carry on a vigorous campaign of advertisement and have undertaken to adhere to the guaranteed sales of Rs.18,000/- per year.

I therefore recommend that the agency may be given to Messrs. Nathu Laljee for 3 years on the terms already proposed (except that the security deposit has now been raised from Rs.2000/- to Rs.4000/-), subject to the condition that if the sales fall below the level guaranteed in the first year, the question of further continuance of the agency would be open to consideration. A copy of the terms as finally revised in the light of the Industrial Chemist's further investigation into the matter is appended to the report of the Industrial Chemist now enclosed.

Reference is also made to the offers of other firms in Hyderabad, and in view of my recommendation that the agency may be finally given

given to Messrs. Nathu Laljee, there is no need to consider these offers.

I request the favour of early orders of Government sanctioning the agency in favour of Messrs. Nathu Laljee. The Industrial Chemist will be asked to obtain a formal stamped agreement from the Agents embodying the terms recommended to them.

I have the honour to be,
Sir,
Your most obedient servant,

DIRECTOR.

ks)3.

GOVERNMENT SOAP FACTORY, BANGALORE

19th January 1933.
20

No. 4570
B.L. 6 in duplicate.

The Director of Industries &

Commerce in Mysore, Bangalore.

Sir,

Ref: My office letter No.4106 dated 27th December 32, giving you an interim report about my trip to Secunderabad.

I have the honour to report as follows:-

After obtaining instructions from the Director I wrote to Messrs. Nathoo Laljee informing them that the agency can only be confirmed if if they agree to two important conditions:-

(a) That the guarantee should be Rs.4,500/- per quarter (i.e. Rs.18,000/- per year) and if in any quarter they fall short of the guarantee, it would be a legitimate cause for the termination of the agency.

(b) That they should make pucca arrangements to retire our drafts punctually on due dates and if there should be any default, that would be a cause for the termination of the agency.

I enclose herewith a copy of the reply received from them and under the circumstances explained I submit for the

reconsideration of the Director whether, in view of the fact that they have actually furnished Rs.4,000/- deposit as security, we may not give them a chance and watch their work during the first year of the agency under the original terms which are enclosed herewith once again for ready reference. It will always be open to us to stop supplies if they should not by any chance pay up their dues punctually.

With the above limitations I recommend the affirmation of the agency of Messrs. Nathoo Laljee for Nizam's Dominions for a period of three years as per terms provisionally approved of by the Director.

I wish to add that meanwhile they have made elaborate arrangements to carry on an intensive propaganda for popularising our soaps in Nizam's Dominions and their indents have been fairly up to the mark till now.

I also enclose herewith the offers of other firms in Hyderabad for your information.

I have the honour to be,
Sir,
Your most obedient servant,

Industrial Chemist &
Chemical Engineer.

BGS:VRR.

GOVERNMENT SOAP FACTORY, BANGALORE

Bangalore,
19th January 1933.

Proposed terms of the agency of Messrs. Nathoo Laljee, Secunderabad- Dn.

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1. A combined allowance of 15% on the sale value of soaps for commission and advertisement - no details being furnished (the question of allowing 20% commission on the new products is under correspondence).

2. The agents should furnished a security deposit of Rs.4,000/- either in cash or Government paper acceptable to the Government of Mysore.

3. The agents should be allowed 90 days time for the payment of drafts drawn by the factory in respect of supplies made to the agents.

4. The agents do give a guarantee of sales to the value of Rs.18,000/- during the first year of the agency, the minimum guarantee of sales for the subsequent years to be settled later.

5. Messrs. Nathoo Laljee be appointed agents for three years for the Nizam's Dominions.

6. The goods should be delivered F.O.R. any railway station in their territory.

7. The Factory should bear the State-Customs duty, up to a maximum limit of 5% only

8. The Factory should allow/during the first year of the agency, as a special case, Rs.500/- for special advertisements from the extra Government grants.

9. The agents should not deal in any other brands of such of the products as are manufactured by the Soap Factory.

10. The agents should not sell our products at more than the factory rates.

11. The agents will not be entitled to any commission on supplies made to Govt. institutions, municipalities, railways, mills, and other public bodies, unless the order was secured through them.

P.T.O.

12. The agents should not export, directly or indirectly, any of the products of the factory outside their territory.

13. The agency will be subject to cancellation by either party giving three months written notice to the other.

14. The agency will come into effect from 2nd November 1932.

VRR.

(10

GOVERNMENT SOAP FACTORY, BANGALORE.

Copy of letter No. M-S-4/MGL/130 dated January 12, 1933, received from Messrs. Nathoo Laljee, 139 James Street, Secundera -bad - Deccan.

We are in receipt of your letter No: 4276 of the 5th instant, and also your telegram of the 10th instant reading as under:-

> ENGARTRIC SECUNDERABAD DECIDING AGENCY QUESTION TOMORROW STOP REPLY OUR LETTER FIFTH SOAPS.

and confirm having telegraphed to you as under:-

> SOAPS BANGALORE YOUR LETTER FIFTH WE AGREE TO YOUR STIPULATIONS BASED ON 18000 RUPEES AVERAGE BUSINESS PER ANNUM LETTER FOLLOWS ENGARTRIC.

We have already given a guarantee of an average business of Rs. 18,000/- per annum and have in fact budgetted to do not less than Rs. 20,000/- for this year, and we hope with your co-operation, we will over-reach this figure. We adhere to this stipulation scrupulously. But, your present stipulation disects the above understanding. So long as you get the average of 18,000/- during this year, we do not quite follow why the origina understanding should be disected now. We would, however, gladly have adhered to your requirements in this regard, but as you are personally aware the plague is raging in Hyderabad City, which is the biggest market and if for no fault of ours the average should fall down Rs. 4,500/- in any quarter, we do not wish that we should be judged by the "letter of law."

We do not quite understand the need for over emphasising

emphasising this stipulation especially in view of our having given you an additional security which establishes our bona fides to do the maximum business for you and deserve your co-operation. It is not for mere pleasure or for any sentimental reasons that we have taken up this agency. We want to do business and serve the interests of Mysore.

We may incidentally be permitted to mention that we hold Rs. 60,000/- worth of Mysore Government Paper and we have ample confidence in the Government of Mysore.

We trust that you will have the same confidence and extend the similar co-operation as you did in the first month of the Agency so that both of us may field together and see that Mysore Soaps enter every nook and corner in this territory.

Assuring you of our very best services.

G.R.S. App. F VI—G 2]

SUBJECT ..... N

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Section Ste.

File No. 132-30

Serial No. 6

Diary No. of letter replied to .....

General and Revenue Secretariat

( )

the 193 .

Proceedings of the Government of His Highness the Maharaja of Mysore.

Date of issue ..... 15/12/ 193 .

Signed by ..... M. M. S. H. M.

Read—

G.O. No. D. 10089-9/Ste. 223-30-11 dated 5th May 1931, sanctioning among other things the agency for the sale of Soaps in Hyderabad - Deccan, in favour of Messrs Habib Aziz & Co. for a period of one year subject to certain terms.

Correspondence ending with letter no. Dy-612/30-31 dated 11th Feb. 1933 from the Dy. Ste. reporting that the period given above agency expired on 31st May 1932 and recommending for the reasons given, that the above agency may be terminated & that Messrs Natha Laljee may be appointed as agents for the sale of Soaps in

May this be—

(i) printed ?

(ii) treated as a standing order ?

(iii) published in the Gazette, English Part ?

(iv) translated ?

(v) placed at the disposal of the press ?

(vi) published in the Gazette, Kannada Part ?

Order thereon.—No.

C/
2/2

Hyderabad - Deccan for a period of three years with effect from 2nd Nov. 1932

Order no. D. Dis/32-3 dated 8th Dec. 1932

Govt are pleased to sanction the agency for the sale of Soaps and other products of the Govt Soap Factory in Hyderabad (Deccan) in favour of Messrs Nathu Lalji for a period of three years, on the following terms :-

(1) A Combined Commission of 15% will be allowed on the sale value of Soaps & other products of the Govt Soap Factory, which includes the cost of advertisements also.

(2) A Security deposit of Rs 4000/- should be furnished by the Agents either in cash or Govt paper acceptable to the Govt of Mysore.

(3) Thirty days time will be allowed to the Agents for payment of drafts drawn by the Factory in respect of supplies made to them.

(4) The Agents should give a guarantee of Sales to the value of Rs 18,000/- during the first year of the Agency, the minimum

This heading [illegible] on the back [illegible]

Commencing from 2nd Nov 1932

List of Enclosure.

Copied by

Examined by

G. R. S. App. F. G. 3.

GENERAL AND REVENUE SECRETARIAT.

(*Continuation sheet draft form.*)

(14

minimum guarantee of Sales for the subsequent year being fixed later.

(5) If the Sales fall below the level guaranteed in the first year, the question of further continuance of the Agency will be open to consideration.

(6) The Soaps will be delivered by the Factory to F.O.R. Agents' at any railway Station in the Town ship.

(7) The Factory will bear the actual ~~cost~~ State-Customs duty upto a maximum limit of 5%.

(8) The Factory will allow only during the first year of the Agency as a Spl. case Rs 500/- for special Advertisement. ~~for an extra foot Granti.~~

(9) The Agents shall not deal in any other brands of such Swadeshi products as are manufactured by the Soap Factory.

(10) The agents shall not sell the products at more than Factory rates fixed by the Factory.

(11) The Agents will not be entitled to any Commission on Supplies made to Govt institutions, Municipalities, mills,

WD 0255—GPB—10,000—23-8-32

the public bodies unless the order was

es through them.

The Agents should not export, directly

ndirectly, any of the products, give the Company

tside their territory.

(13) The Agency will be subject to

ermination by either party giving

e months written notice to the other.

(14) The Agency will come into effect

2nd Nov 1982.

Mor

23.2.83 For seeing the Export

Credit Dept

L. The Mg of MC

The Comptroller to Export.

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